

U.S. ARMY CORPS OF ENGINEERS FORT WORTH DISTRICT



HELPING THE DEPUTY WORK FOR YOU

Presented by:
Melea Crouse
Deputy for Small Business Programs

One Corps Serving The Army and the Nation





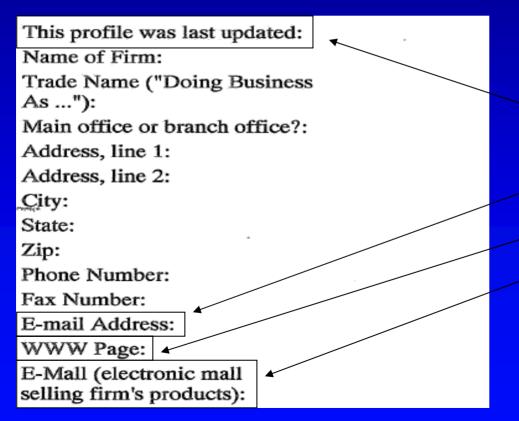
Here are a few suggestions you might want to consider when seeking procurement opportunities with the U.S. Army Corps of Engineers, Fort Worth District:

- Keep Your SBA Profile Current
- Monitor Procurement Websites
- Marketing Your Firm





Keeping Your Profile Current Identification, Location, & Contacts



- ❖Keep Profile current; suggest every 90 days
- ❖E-mail Address
- **⋄**Webpage
- ❖E-Mall (if applicable)



Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Keeping Your Profile Current Identification, Location, & Contacts

Contact Person:
Contact Title:
County Code (3 digit):
Congressional District:
Metropolitan Statistical Area:
DUNS Number:
CAGE Code:
Year Established:
Average Number of Employees:
Average Annual Gross Revenue:
Accepts Government Credit [] Yes [] No
Card?:
GSA Advantage Contract(s):

- Average Number of Employees
- **❖Annual Gross**Revenue
- Accepts Government Credit Card
- **❖GSA Advantage**Contracts

ALWAYS FILL OUT "YES" AND "NO" BLOCKS

One Corps Serving The Army and the Nation





Keeping Your Profile Current
Organization, Ownership & Certifications

Legal Structure:		
Minority Code:		❖ Women Owned
Women Owned?:	[]Yes[]No	
Veteran?:	[] Yes [] No	→ Veteran
Service Disabled Veteran?:	[] Yes [] No ←	→ Service Disabled
		Veteran
Current Principals:	(none given)	♦ Current Principals

ALWAYS FILL OUT "YES" AND "NO" BLOCKS



Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Keeping Your Profile Current Organization, Ownership & Certifications

"Business Development Servicing Office" (for certifications): SAN ANTONIO DISTRICT OFFICE (SBA office code 0681)		
8(a) Certification: SBA 8(a) Case Number: SBA 8(a) Entrance Date: .SBA 8(a) Exit Date:		
Small Disadvantaged Business Certification: SDB Entrance Date: SDB Exit Date:		
HUBZone Certification: HUBZone Certified?: [] Yes [] No HUBZone Certification Date: N/A		
DBE Certifications (and State): (none)		
Non-Federal-Government Certifications: (none given)		

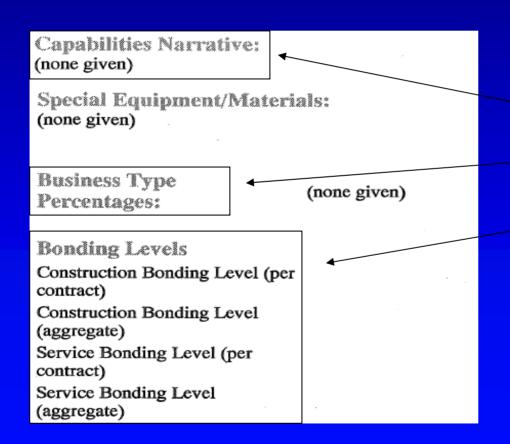
❖DBE Certification

Non-Federal Government Certification





Keeping Your Profile Current Products and Services



- Capabilities Narrative
- **❖Business Type Percentage**
- **❖Bonding Levels**

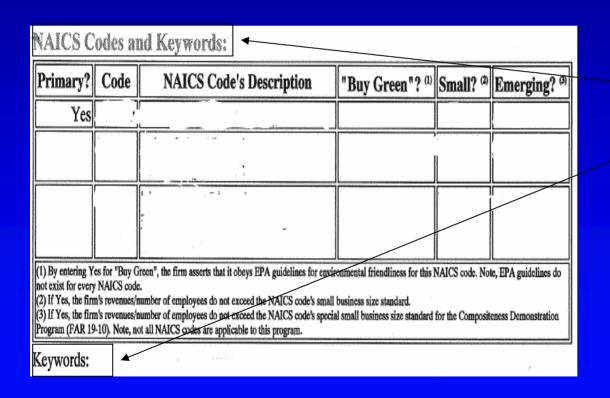


Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Keeping Your Profile Current Products and Services



NAICS Codes

♦ Keywords

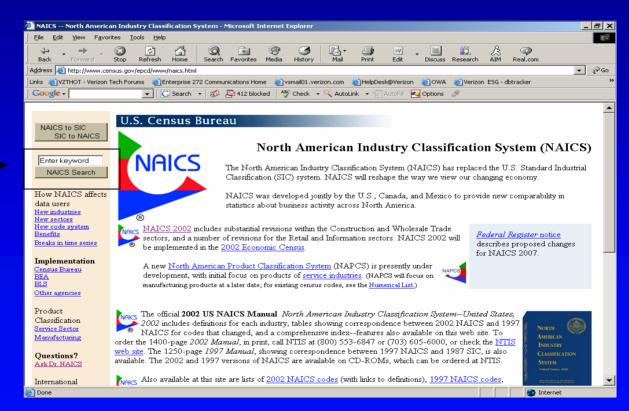


US Army Corps of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Keeping Your Profile Current Products and Services



http://www.census.gov/epcd/www/naics.html

One Corps Serving The Army and the Nation

♦ Search options:

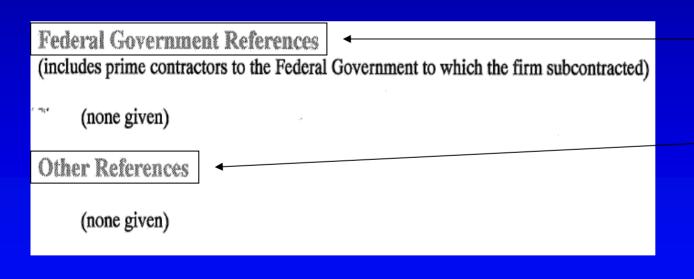
❖Number

Keyword





Keeping Your Profile Current Performance History (References)



- ❖Federal Government References
- ♦ Other
 References





Seeking Assistance with Central Contractor Registration (CCR)

- **CCR http://www.ccr.gov/**
 - ➤ Review CCR Handbook http://www.ccr.gov/handbook.asp
- **➢U.S. Small Business Administration http://www.sba.gov/**
 - >D/FW District Office http://www.sba.gov/tx/dallas/index.html
- **▶ Procurement Technical Assistance Centers** http://www.dla.mil/db/procurem.htm
 - >Texas http://www.dla.mil/db/procurem.htm#TEXAS





Monitoring Procurement Websites

- **➤ Monitor the following websites:**
 - >FEDBIZOPPS http://www.fbo.gov/
 - > RESPOND TO "SOURCES SOUGHT" ANNOUNCEMENTS
 - >Answer all questions correctly in the announcement
 - >ARMY SINGLE FACE TO INDUSTRY

https://acquisition.army.mil/asfi/solicitation_search_form.cfm

>FEDERAL TECHNICAL DATA SOLUTIONS (FedTeDs)

https://www.fedteds.gov/

> Request solicitations - Registration required





Monitoring Procurement Websites

- **➤ Monitor the following websites:**
 - **▶USACE, FORT WORTH DISTRICT CONTRACTING DIVISION -**https://ebs.swf.usace.army.mil/
 - **▶USACE, FORT WORTH DISTRICT PROJECTED PROJECTS –**http://www.swf.usace.army.mil/pubdata/SBO/Projected.asp
 - >USACE, FORT WORTH DISTRICT SMALL BUSINESS http://www.swf.usace.army.mil/pubdata/SBO/index.asp





Marketing Your Firm Helpful Hints to Briefings

- ➤ Requesting a Capabilities Brief:
- The Facilitator: Small Business Specialist
- > Audience:

Technical Staff
Contracting Officer/Specialist
Small Business Advocate

** The Facilitator should ALWAYS be the Small Business Specialist **





- Who Should Brief: YOU!!! (Who knows you best?)
- Who Should not brief ---A professional "briefer" not otherwise associated with your firm
 - * They don't know you as well as you know yourself
 - * Gives impression you are not well prepared





Marketing Your Firm Helpful Hints to Briefings

- What Should You Brief:
 - Your Capabilities
 - Your Talents
 - Your Past Performance
 - Your Strengths

** Certifications should be the last thing mentioned **





- ➤ What you Should NOT brief:
 - The FAR (KOs already know the regs)
 - •Things you CAN'T do (this is not an incapability briefing)
 - •Some *other* firms' talents and capabilities (let them do their own work!)
 - •Negative information (your opinion of Government personnel, etc.)





- When and Where Should You Brief:
 - •BEFORE the prime buying season (this is *NOT* the 4th Quarter)
 - Briefing should be portable
 - •Ready to present as a tabletop or on-screen
 - Bring your own equipment including projector





- Making a Good Impression
 - •Make an appointment & be on time
 - •Allow ample time for clearing security (military or Federal Bldgs)
 - •A picture is worth 1000 words
 - Completed projects that showcase your efforts
 - •Work in progress that highlights special crews
 - Delivered commodities
 - Practice, Practice
 - Be comfortable in all possible settings
 - •Polish your presentation---if you don't sound good, you won't look good





Marketing Your Firm Ft Worth District Personnel

Visit with the Deputy (see webpage for instructions)

Melea Crouse

819 Taylor Street, 3A28

Fort Worth, TX 76102

817-886-1382

http://www.swf.usace.army.mil/pubdata/SBO/working.asp

Contracts Personnel

List of Contracts Personnel

http://ebs.swf.usace.army.mil/PHONELIST.pdf





Marketing Your Firm Ft Worth District Personnel

Technical Personnel

Civil Works Branch:

http://www.swf.usace.army.mil/pubdata/ppmd/civilbranch.asp

Military Branch:

http://www.swf.usace.army.mil/pubdata/ppmd/militarybranch.asp

Medical Support Team:

http://www.swf.usace.army.mil/pubdata/MED/index.htm





Marketing Your Firm Ft Worth District Personnel

Technical Personnel

Emergency Management Branch:

http://www.swf.usace.army.mil/pubdata/ppmd/EmerMgt/index.asp

Support for Others Program:

http://www.swf.usace.army.mil/pubdata/ppmd/sfo.asp





Marketing Your Firm Ft Worth District Personnel

Visit Lake Managers

≻Mid-Brazos Project Office

285 CR 3602, Clifton, TX 76634 Ph. 254-622-3332

Somerville Lake Office

Whitney/Aquilla Lake Office

Hords Creek Lake Office

Proctor Lake Office

Waco Lake Office

West Texas Lake Office

O.C. Fisher Lake Office

Lake and Recreational Info - http://www.swf.usace.army.mil/





Marketing Your Firm Ft Worth District Personnel

Visit Lake Managers

≻Little River Project Office

3110 FM 2271, Belton, TX 76513-6522 Ph. 254-939-1829

Belton Lake Office

Canyon Lake Office

Georgetown Lake Office

Granger Lake Office

Stillhouse Hollow Lake Office





Marketing Your Firm Ft Worth District Personnel

- Visit Lake Managers
 - **≻Elm Fork Project Office**

1801 N. Mill St., Lewisville, TX 75057-1821 Ph. 972-434-1666

Grapevine Lake Office

Lewisville/Ray Roberts Lake Office

≻Sam Rayburn/Town Bluff Project Office

Rt. 3, Box 486, Jasper, TX 75951-9598 Ph. 409-384-5716





Marketing Your Firm Ft Worth District Personnel

- Visit Lake Managers
 - **➢Piney Woods Project Office**

2669 FM 726, Jefferson, TX 75657 ph. 903-665-3911

Cooper Dam/Jim Chapman Lake Office

Lake O'The Pines Office

Wright Patman Lake Office





Marketing Your Firm Ft Worth District Personnel

- Visit Lake Managers
 - **≻Trinity Project Office**

4000 Observation Drive, Ennis, TX 75119-9563 ph. 972-875-5711

Bardwell Lake Office

Benbrook Lake Office

Joe Pool Lake Office

Lavon Lake Office

Navarro Mills Lake Office





Marketing Your Firm Facility "Gatekeepers"

- Visit Department of Defense Installations
 - ➤ A listing of all Small Business Specialists
 - ➤ Selling to the Army http://sellingtoarmy.com/User/Misc/SearchASBS.aspx
 - ➤ Selling to the Air Force http://selltoairforce.org/Locator/locator_map.asp
 - ➤ Selling to the Navy –
 - >http://www.hq.navy.mil/sadbu/HCA.htm





Marketing Your Firm Facilities

>Army Installations We Service

Fort Polk - http://www.jrtc-polk.army.mil/

Army Contracting Agency, Directorate of Contracting, Fort Polk SFCA-SR-PO

Mr. Clay Cole
PO Drawer 3918
Fort Polk
Louisiana 71459-5000

Phone: 337-531-2353

clay.cole@polk.army.mil

One Corps Serving The Army and the Nation





Marketing Your Firm Facilities

>Army Installations We Service

Fort Bliss - https://www.bliss.army.mil/Services/dpwl/Default.htm

Army Contracting Agency, Directorate of Contracting, Fort Bliss SFCA-SR-BL

Mr. Brian Foulkes 1733 Pleasonton Rd. Fort Bliss, Texas 79916-6816

Phone: 915-568-7354

brian.foulkes@bliss.army.mil





Marketing Your Firm Facilities

>Army Installations We Service

White Sands Missile Range - http://www.wsmr.army.mil/

Army Contracting Agency, Directorate of Contracting,

White Sands Missile Range

SFCA-SR-WS

Mr. Ron Taft
Crozier Street, Bldg 143
White Sands Missile Range
New Mexico 88002-5201

Phone: 505-678-1401

taftr@wsmr.army.mil

One Corps Serving The Army and the Nation





Marketing Your Firm Facilities

>Army Installations We Service

Red River Army Depot - https://www.redriver.army.mil/pwd.htm

Red River Army Depot AMSTA-RR-P

Mr. James P. Tidwell 100 Main Drive, Bldg 110 Texarkana, Texas 75507-5000

Phone: 903-334-3989

james.patton.tidwell@us.army.mil

One Corps Serving The Army and the Nation





Marketing Your Firm Facilities

>Army Installations We Service

Fort Hood - http://ccmd.hood.army.mil

Army Contracting Agency, Directorate of Contracting, Fort Hood SFCA-SR-HO

Ms. Nancy Brown 3rd Corps & Ft. Hood Fort Hood, Texas 76544-5059

Phone: 254-287-6453

nancy.brown@us.army.mil





Marketing Your Firm Facilities

>Army Installations We Service

Fort Sam Houston - http://www.samhouston.army.mil/sites/local/

Army Contracting Agency, Directorate of Contracting, Fort Sam Houston SFCA-SR-SH

Ms. Deanna Ochoa 2107 17th St., Suite 70 Fort Sam Houston, Texas 78234-5015

Phone: 210-221-5083

deanna.ochoa@samhouston.army.mil

One Corps Serving The Army and the Nation





Marketing Your Firm Facilities

>Army Installations We Service

Lone Star Army Ammunition Plant SOSLS-TD

Ms. Maggie Ashlin Highway 82 West, Blg I-5, Rm 405 Texarkana, Texas 7505-9101

Phone: 903-334-1312

ashlinm@lonestar.app.com





Marketing Your Firm Facilities

>Army Installations We Service

Corpus Christi Army Depot - http://www.ccad.army.mil/

Corpus Christi Army Depot
AMSAM-CC-FA

Mr. Lino Vera 308 Crecy Street Corpus Christi, Texas 78419-5260

Phone: 361-961-3913

lino.vera@ccad.army.mil





Marketing Your Firm Facilities

>Army Installations We Service

U. S. Army Medical Command - http://www.cs.amedd.army.mil/

U. S. Army Medical Command MCAA

Mr. Dan E. Shackelford 2107 17th Street, Suite 70 Fort Sam Houston, Texas 78234-5070

Phone: 210-221-4267

Dan.Shackelford@amedd.army.mil





Marketing Your Firm Facilities

➢ Air Force Installations We Service

Dyess Air Force Base - https://wwwmil.dyess.af.mil/7ces/

Air Combat Command 7 CONS/CC

Mr. William (Doug) Banks 381 Third St Dyess AFB, Texas 79607-1581

Phone: 915-696-2285

william.banks@dyess.af.mil

SB Home Page: http://www.dyess.af.mil/cons/index.htm

One Corps Serving The Army and the Nation





Marketing Your Firm Facilities

➤ Air Force Installations We Service

Lackland Air Force Base - http://www.lackland.af.mil/Home/

Air Education and Training Command

37 CONS/CC - Air Education and Training Command

Ms. Arthur Dinwiddie 1655 Selfridge Ave Lackland AFB, Texas 78236-5253

Phone: 210-671-1723

arthur.dinwiddie@lackland.af.mil





Marketing Your Firm Facilities

> Air Force Installations We Service

Laughlin Air Force Base - http://www.laughlin.af.mil/index.htm

Air Education and Training Command
47 CONS/LGCD

Mr. Jesus N. Martinez

171 Alabama Avenue Laughlin AFB, Texas 78843-5102

Phone: 830-298-5641

jesus.martinez@laughlin.af.mil





Marketing Your Firm Facilities

➢ Air Force Installations We Service

Randolph Air Force Base - http://www.randolph.af.mil/default.htm

Air Education and Training Command

12 CONS/CC - Air Education and Training Command

Ms. Estella Calvillo 395 B St West, Ste 02 Randolph AFB, Texas 78150-4525

Phone: 210-652-5460

estella.calvillo@randolph.af.mil





Marketing Your Firm Facilities

➢ Air Force Installations We Service

Brooks City-base - http://www.brooks.af.mil/

Air Force Materiel Command
HQ AFCEE - AF Center for Environmental Excellence

Ms. Mary Urey
Mail Stop 311 HSW/BC
8046 Crouch Rd
Brooks City Base, Texas 78235-5146

Phone: 210-536-4348

Mary.Urey@brooks.af.mil

SB Home Page: http://www.afcee.brooks.af.mil/

One Corps Serving The Army and the Nation





Marketing Your Firm Facilities

> Air Force Installations We Service

Goodfellow Air Force Base - http://www.goodfellow.af.mil/index.php

Air Education and Training Command

17 CONS/CC - Air Education and Training Command

Mr. Philip Kirby 210 Schertz Blvd Goodfellow AFB, Texas 76908-4705

Phone: 915-654-3821

philip.kirby@goodfellow.af.mil





QUESTIONS????